

# Fortune 500 Construction Firm Boosts Efficiency and Reaps Major Cost Savings

Leading Global Construction Company Achieves 57% Reduction in eDiscovery Costs by Consolidating on One End-to-end Legal Technology Platform

## The Challenge

The third largest construction management company (Company A) works with a list of over 300 panel counsel, including some of the top firms in the country. Its litigation portfolio is characterized by complex, multi-year cases, multi-matter and occasionally multi-jurisdictional scenarios. It also has massive databases of potential evidence.

However, Company A reached a crossroads. While the quality of representation has consistently been high, discovery-related costs rose dramatically over time and became very difficult to contain. Controlling costs was further complicated by the fact that each law firm had its own workflows for handling eDiscovery.

The overall technology ecosystem was fragmented, which equated to Company A's inability to apply a holistic approach across all matters. Each case was handled differently with a different solution. This made it difficult to pinpoint process bottlenecks and perform detailed cost analysis.

In a typical scenario for a pending matter, Company A would host data that was shared with two or three subcontractors and their counsel. A setup that created extremely complex technology use cases, due to user permissions and rules. It was almost impossible to introduce efficiencies to the discovery process. Technologies being used within the stack were missing critical features, which caused workflows to be outdated and execution to be slow. To top it off, though it was left largely to outside parties to manage discovery-related costs, Company A was responsible for paying the bills.

## Client Profile

- ✎ Top 3 Global Construction Company
- ✎ 10,000+ Employees
- ✎ 50+ Offices Worldwide
- ✎ 12 Billion in Annual Revenue

## Pain Points

- ✎ 300+ outside counsel each using different legal technology stacks
- ✎ Complex litigation with multi-year and multi-matter cases
- ✎ Massive databases with high volumes of sensitive data
- ✎ Fragmented technology ecosystem
- ✎ Bottlenecked efficiency and uncontrolled cost fluctuations

## The Outcome

Company A turned to Casepoint. The legal department started by requesting its 300+ panel counsel to implement Casepoint's technology and services on select cases. Major improvements in efficiency and cost reductions were witnessed immediately.

Casepoint was put to the test on 27 legal matters, in which it was used exclusively. The cases involved a total of 18 outside firms, 195 users, and 14 TBs of data. Using secure cloud technology instantly translated to more efficient workflows and faster execution. Monthly reporting across all matters gave Company A better visibility into the discovery-related performance of outside counsel. Casepoint's all-inclusive pricing made budgeting for discovery much simpler.

After managing these initial cases with Casepoint's platform, Company A calculated it had achieved a **57% reduction in costs** over the traditional eDiscovery methods it had been using – in fact, a single \$4.35 million expenditure was reduced to \$1.3 million.

Company A named Casepoint as its preferred legal technology partner and now requires all panel counsel to use Casepoint's platform on every new matter. Casepoint provides Company A an all-inclusive per-GB/per-month pricing structure that includes AI, CaseAssist Active Learning (CAL), analytics, and many other advanced features that are present end-to-end. The pricing structure allows Company A to routinely save **up to 50% on hard costs for review** alone, and the superior technology has allowed attorneys to dramatically reduce the scope of document review by identifying irrelevant data at earlier stages in the process.

## The Solution

- ✦ Consolidation of outdated tech stacks to a single, cloud-based, end-to-end platform
- ✦ Streamlining of the company's entire workflow
- ✦ Granular visibility into costs
- ✦ All-inclusive, per-GB pricing, and no user fees
- ✦ **57% reduction in annual eDiscovery costs**

## Stats

- ✦ 27 Legal Matters
- ✦ 18 Law Firms
- ✦ 195 Users
- ✦ 14 TBs of Data
- ✦ Up to 50% Savings in Review Costs

**57%** Reduction  
in eDiscovery Costs



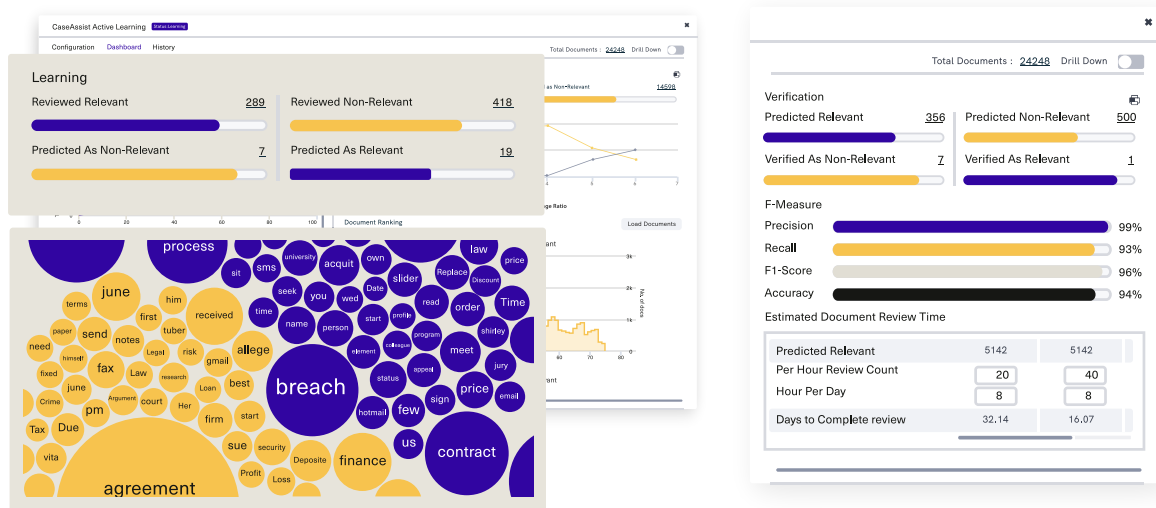
Up to **50%**  
Savings in Review  
Costs



## How Casepoint Delivers Value

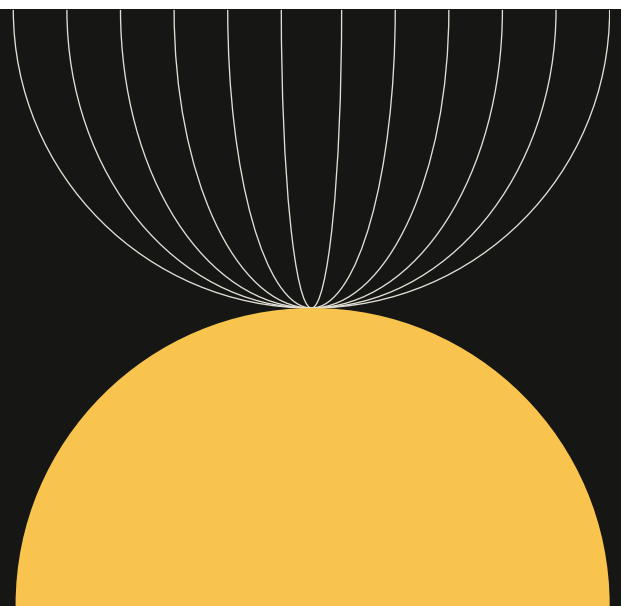
Using Casepoint's legal technology platform ensures that your organization can take control and deliver more value with end-to-end data management. Quickly collect, process, and find crucial data with our award-winning eDiscovery technology and reliable support. Handle more matters, respond quicker, and get better results faster using one end-to-end solution.

Large-scale construction litigation is notoriously complex. Big development projects almost always involve joint ventures with multiple contractors and subcontractors, and legal representation is typically handled by a group of firms that must collaborate effectively and efficiently to produce favorable outcomes. Projects generate thousands of highly specialized construction documents, resulting in very high data volumes and many different file formats.



“We wanted to have more control over our workflows and overall spend, and we were looking for more transparency overall. We have achieved that. Consolidating on a single state-of-the-art platform to manage the entire process, from start to finish, is consistently saving us large amounts of money and incalculable time. We couldn't be happier.”

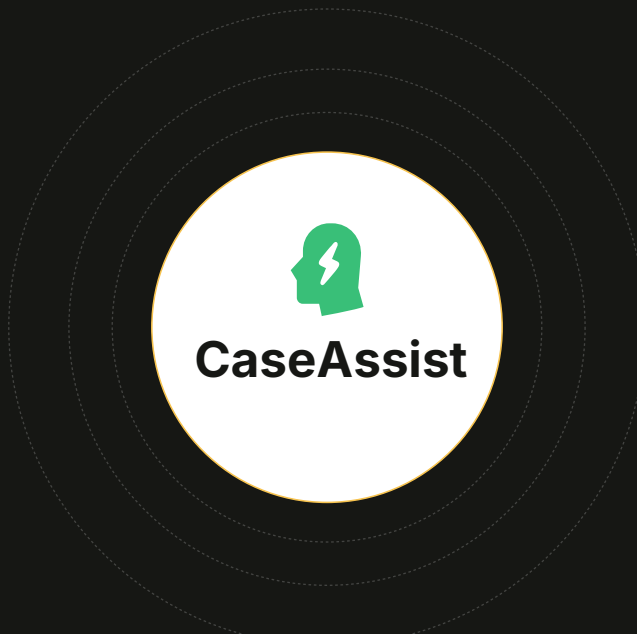
General Counsel  
(Company A)



Sleep easier knowing your data is secure and centralized in our private cloud, with role-based security collaboration. Casepoint's cloud technology easily scales to handle large volumes of data and increasingly new file types. Casepoint is the most comprehensive solution for analyzing unstructured data and can handle over 600 data types. Company A was impressed by the built-in flexibility of Casepoint's platform, and its commitment to evolving the technology as clients' requirements change and adapt.

Casepoint improves streamlining collaboration across the board. Confidently manage more of your eDiscovery in-house without losing collaboration with your outside counsel. Your team saves valuable time and resources by using powerful, easy-to-use technology with built-in artificial intelligence.

Take back control with Casepoint's unmatched pricing transparency and predictability. We provide clients with a comprehensive range of integrated solutions -- all included.



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